



Annual Conference Call 2013

Banco Crédito e Inversiones

December 6, 2013

Main awards and recognitions 2013



1st place in Chile
– Banking group (Second year)



1st place
Corporate Transparency
(Second year)



1st place in Chile
– Private Banking (Second year)



1st place
Most Responsible Company and
Best Corporate Governance
(Third consecutive year)



1st place in Chile
– Asset Management



Most Innovative Bank

Leadership in customer experience



		2011		2012
Retail*	Customer satisfaction (Snex)	2°	↑	1°
	Customer recommendation (NPS)	N/A		1°
Commercial*	Customer satisfaction (Snex)	2°	↑	1°
	Customer recommendation (NPS)	1°	→	1°
Corporate*	Customer satisfaction (Snex)	2°	↑	1°
	Customer recommendation (NPS)	N/A		1°
Brand Awareness (Adimark)	Brand Awareness	2°	→	2°

Gap between 1st and 2nd place : 10pp 4pp

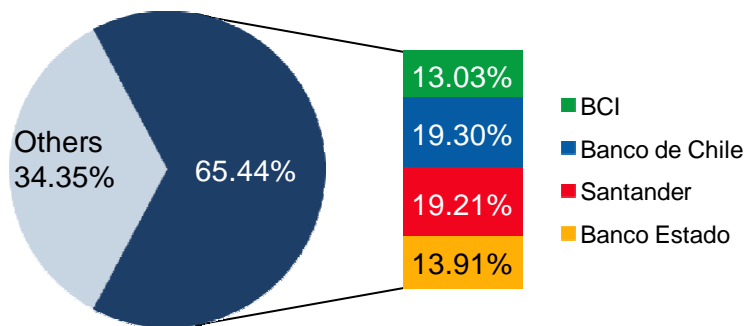
* Based on surveys made by Servitest Ipsos. Includes natural person checking accounts (RM and Regions) with at least one year of seniority. Considers Banco de Chile, Santander, Bci and Estado which are similar banks (niche banks are excluded).



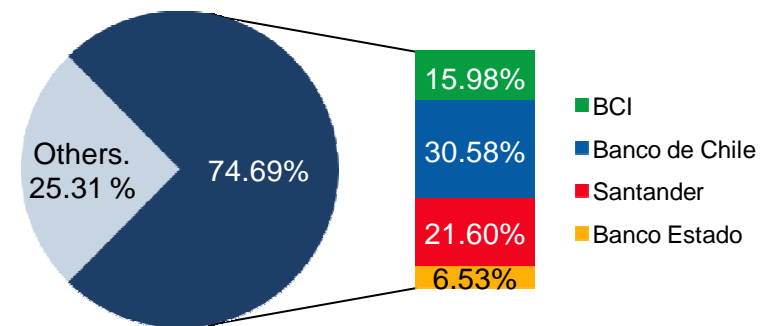
3rd largest privately owned bank in Chile



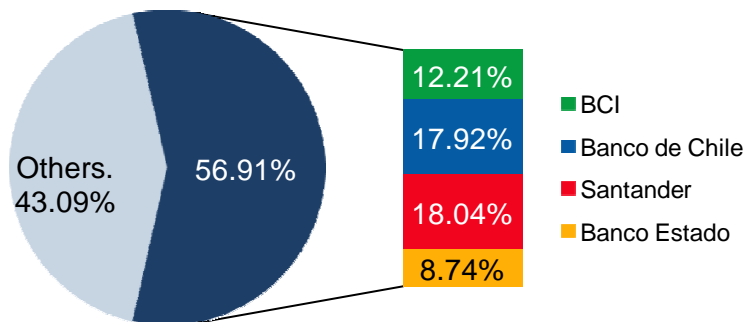
Total Loans* Market Share**



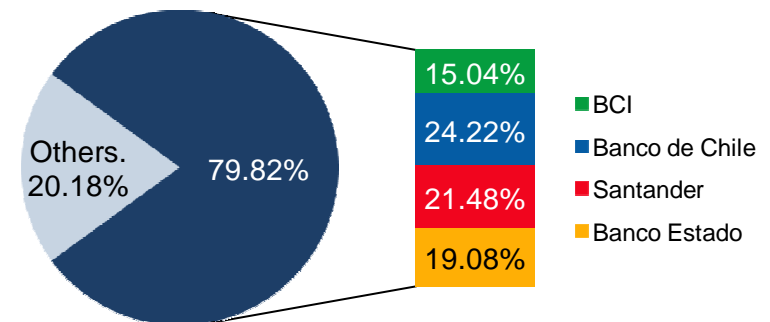
Net Income Market Share**



Shareholder's Equity Market Share



NIBD Market share**



Source: SBIF – Figures as of September 2013.

*It doesn't consider interbank loans

**Excludes Corpbanca's acquisition in Colombia



Financial results



Ch\$ Million

	3Q'12	4Q'12	1Q'13	2Q'13	3Q'13	%ΔLTM
Operating Revenues	209,728	253,009	226,088	235,027	268,241	12.6%
Provision Expenses	(44,102)	(26,492)	(55,673)	(53,902)	(57,701)	13.6%
Operating Expenses	(101,710)	(119,741)	(106,509)	(109,177)	(111,313)	11.7%
Income Before Taxes	65,677	107,807	66,063	74,788	100,216	12.8%
Net Income	49,820	93,033	54,046	61,628	83,353	16.3%

Ch\$ Thousand Million

Total Loans	12,333	13,047	13,218	13,566	13,782	11.8%
Total Assets	17,384	17,996	18,045	18,481	19,256	10.8%
Total Deposits	10,172	10,841	10,745	11,007	11,380	11.9%
Equity	1,347	1,420	1,453	1,474	1,516	12.6%

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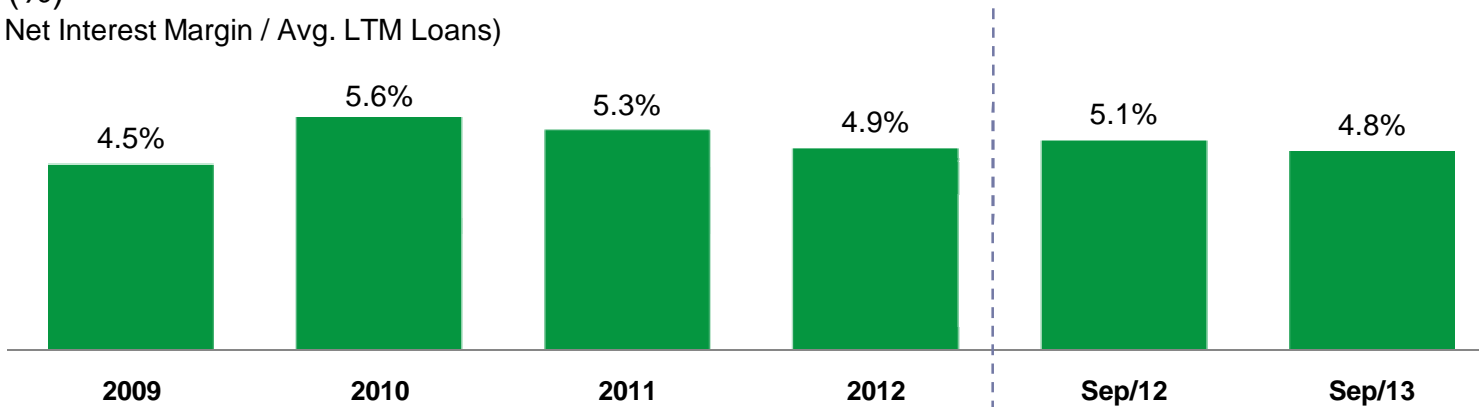
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Net interest income & Fees



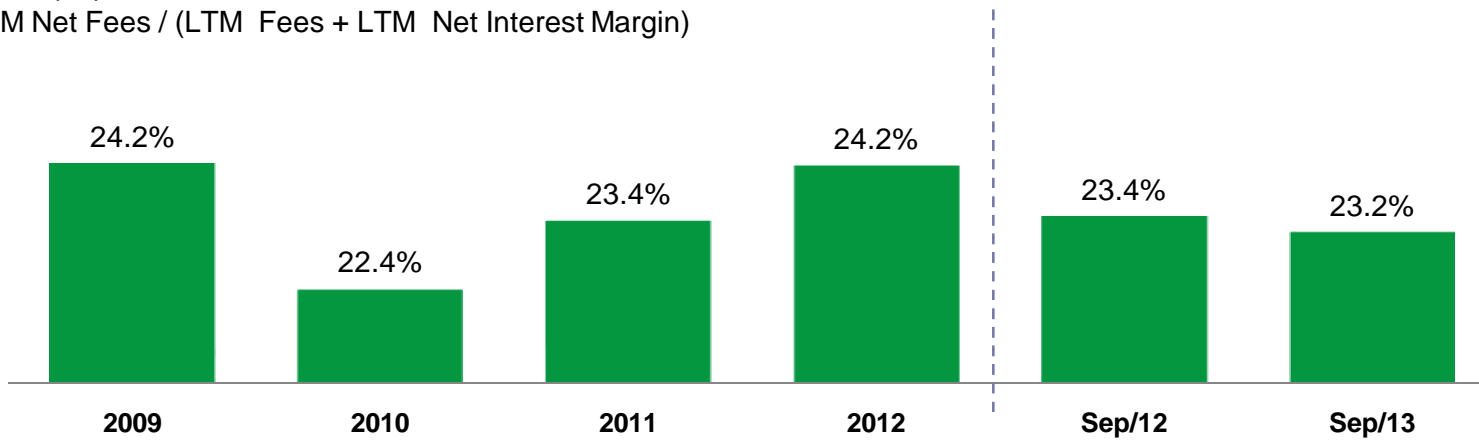
NIM (%)

(LTM Net Interest Margin / Avg. LTM Loans)



Fees (%)

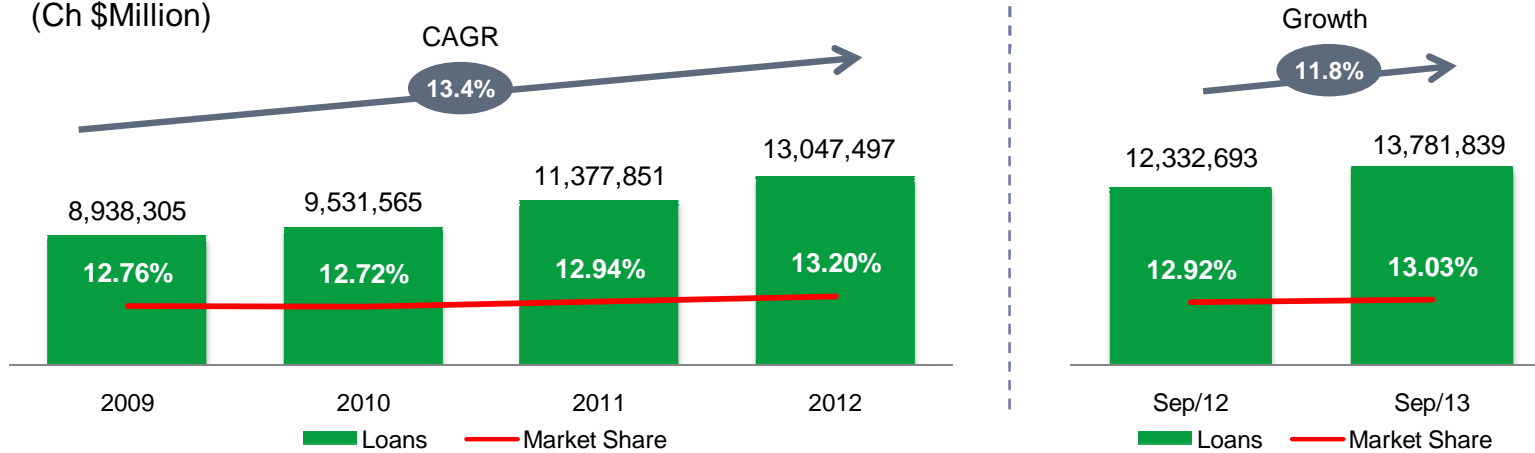
(LTM Net Fees / (LTM Fees + LTM Net Interest Margin))



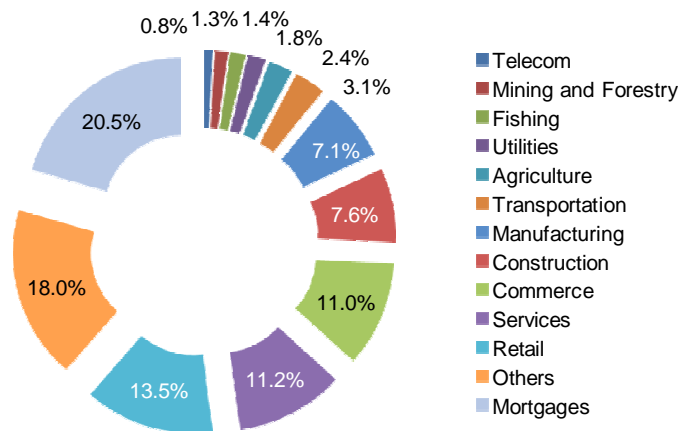
Loan Portfolio



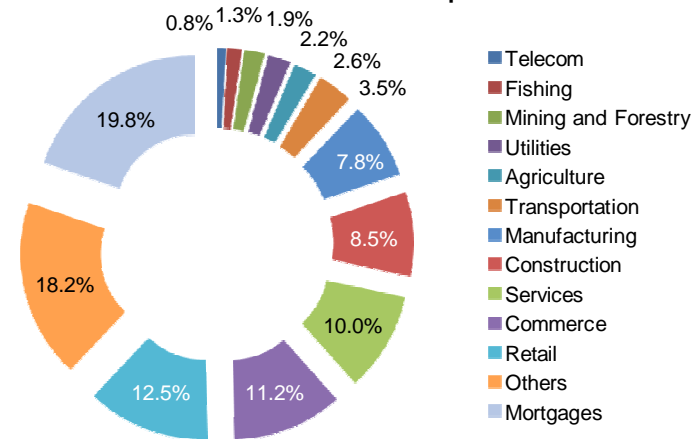
Total Loans* and Market Share**
(Ch \$Million)



Loan Portfolio Mix as of Sep 2012



Loan Portfolio Mix as of Sep 2013



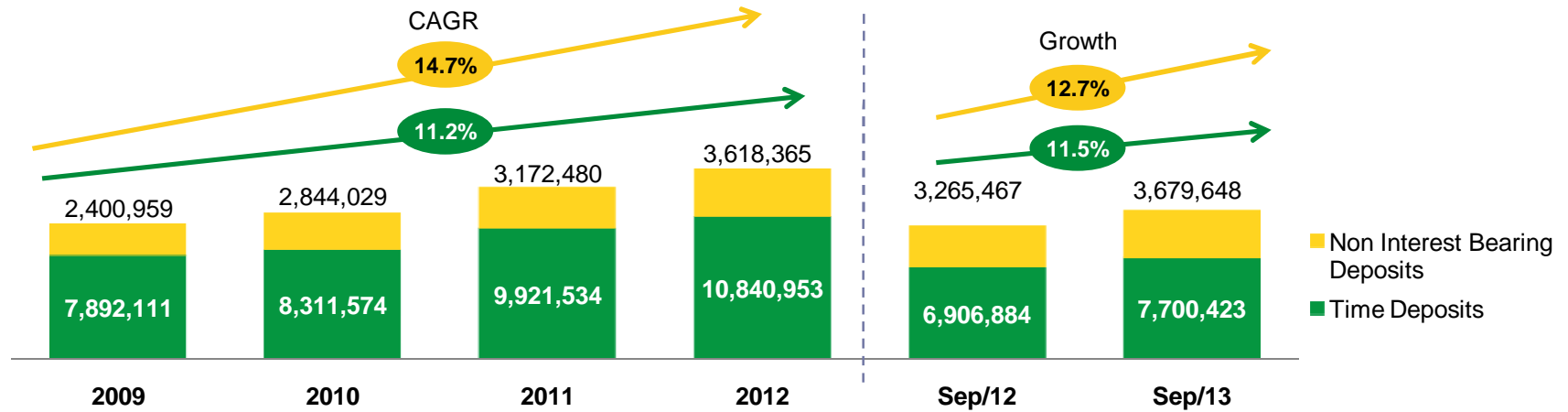
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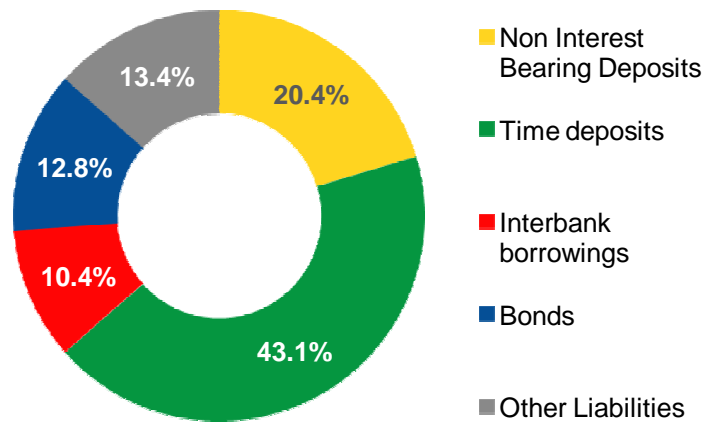
Funding Sources



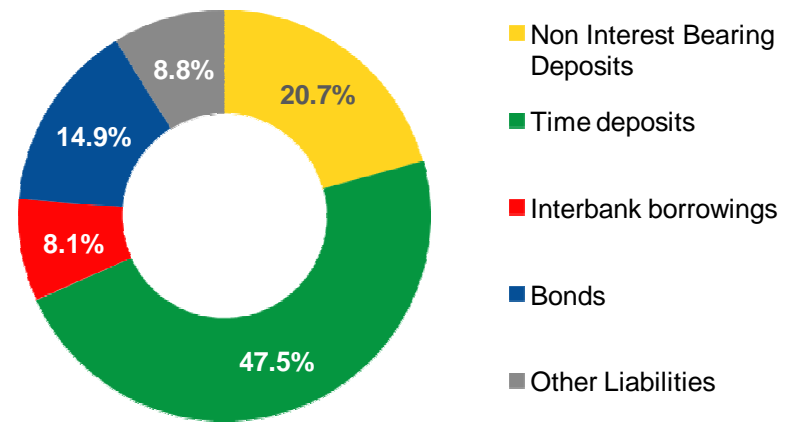
Non Interest Bearing Deposits + Time Deposits



Funding Mix as of Sep 2012



Funding Mix as of Sep 2013



International funding diversification



International funding of the last years

	Amount Issued US\$ millions	Type of instrument	Country/Region	Term	Comments
2011	325	Syndicated Loan	Asia	2 years	1 st Latin American bank to issue bonds in the Mexican market.
	172	Bond	Mexico	3 years	
2012	76	Bond	Mexico	18 months	It received the highest ratings from Standard & Poor's (A1) and Moody's (P1).
	76	Commercial Papers	USA	1 year	
	600	144 A bond	USA	5 years	Overdemand of more than US\$ 3,000 millions. Spread of only 245 points
	115	Syndicated Loan	Asia	2 years	
2013	500	144 A bond	USA	10 years	Overdemand of US\$ 1,800 millions . Spread of 212.5 points
	210	Bond	Switzerland	3 years	



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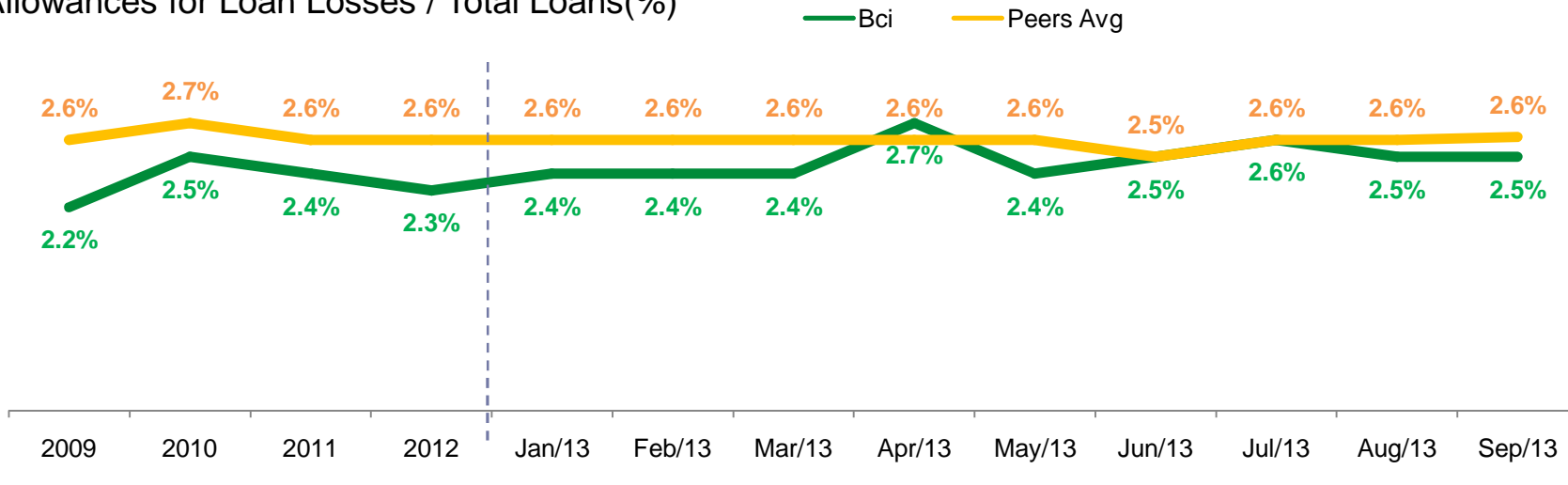
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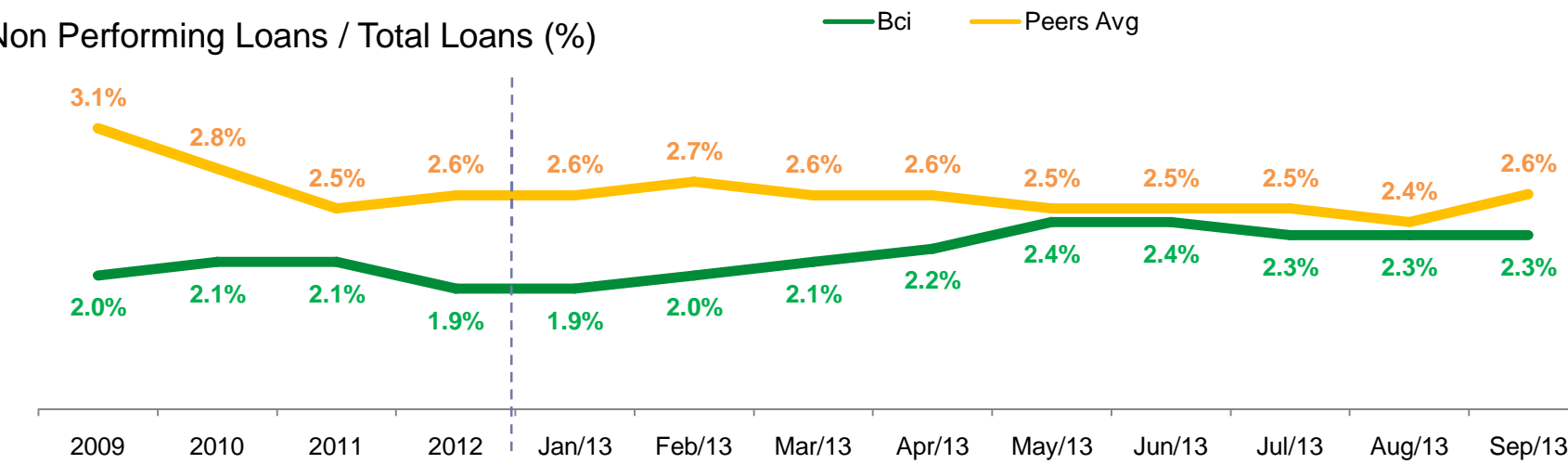
Conservative risk management policies



Allowances for Loan Losses / Total Loans(%)



Non Performing Loans / Total Loans (%)



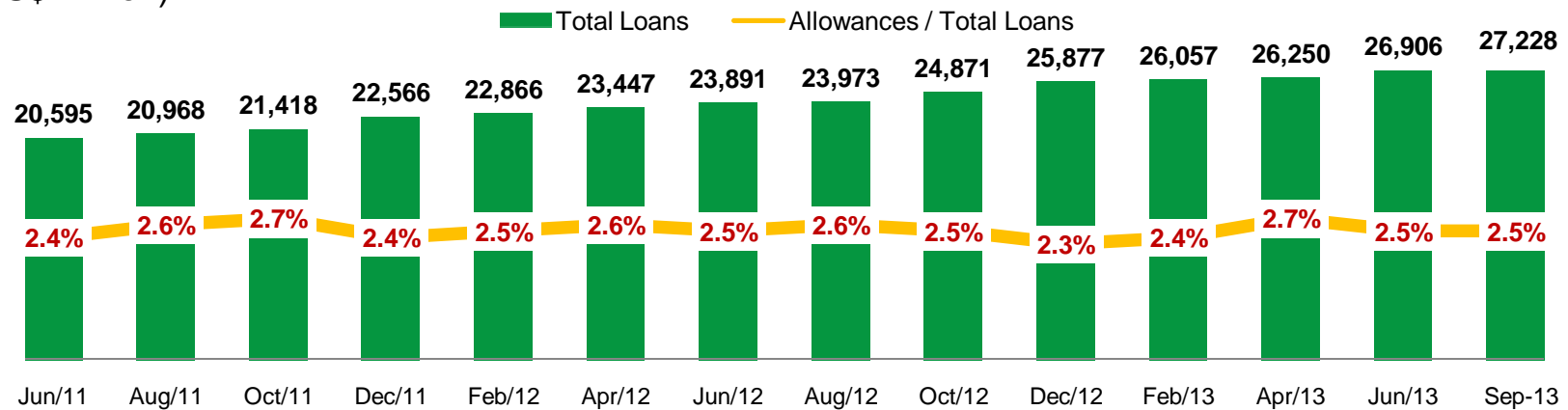
Peers: Banco de Chile, Banco Santander and Banco Estado



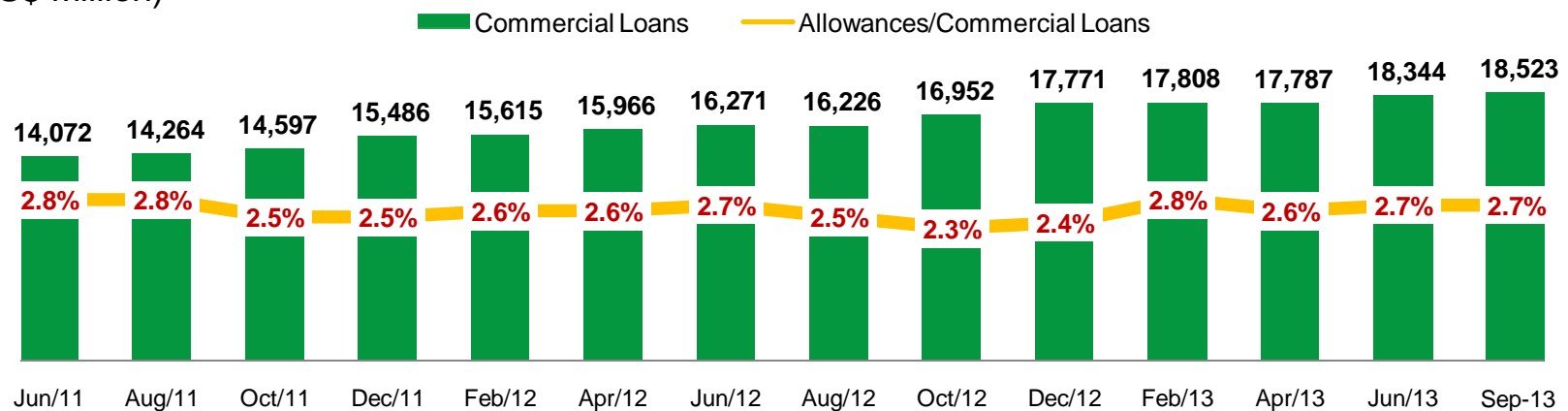
Conservative risk management policies



Total Loans and risk evolution
(US\$ Million)



Commercial Loans and risk evolution
(US\$ Million)

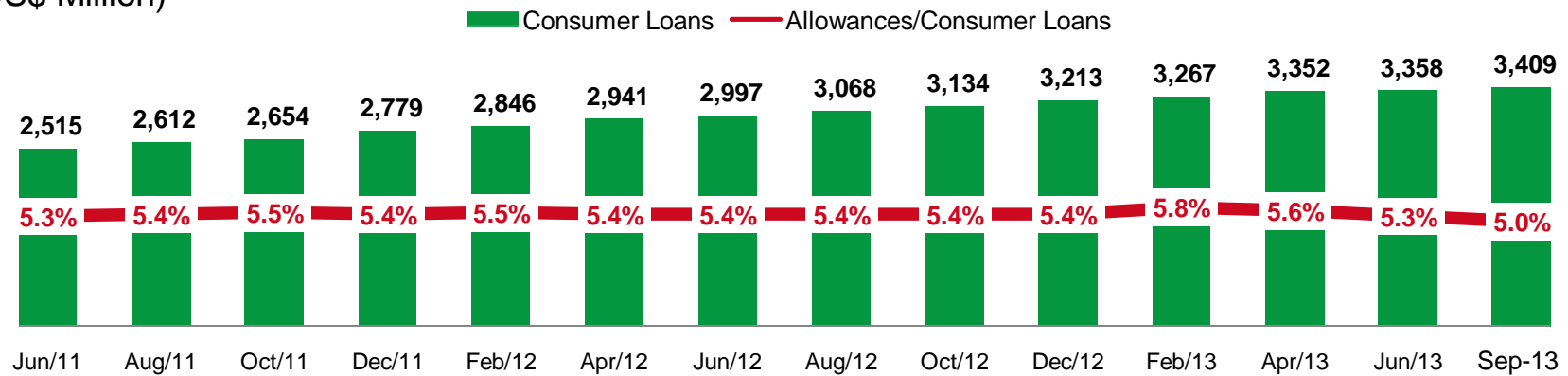


Annual Conference Call 2013

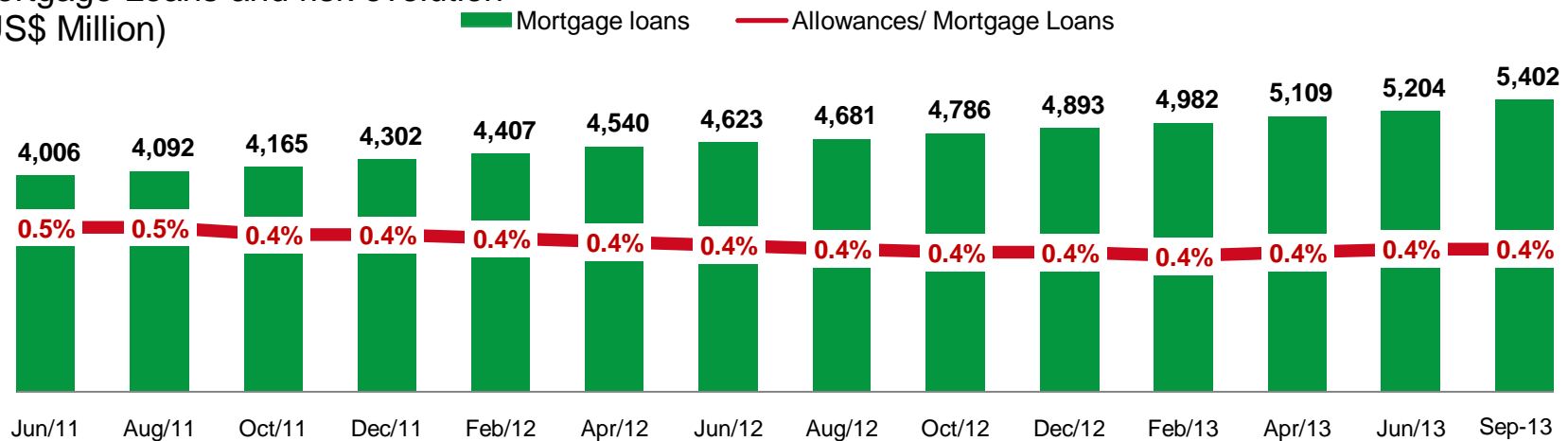
Conservative risk management policies



Consumer Loans and risk evolution
(US\$ Million)



Mortgage Loans and risk evolution
(US\$ Million)

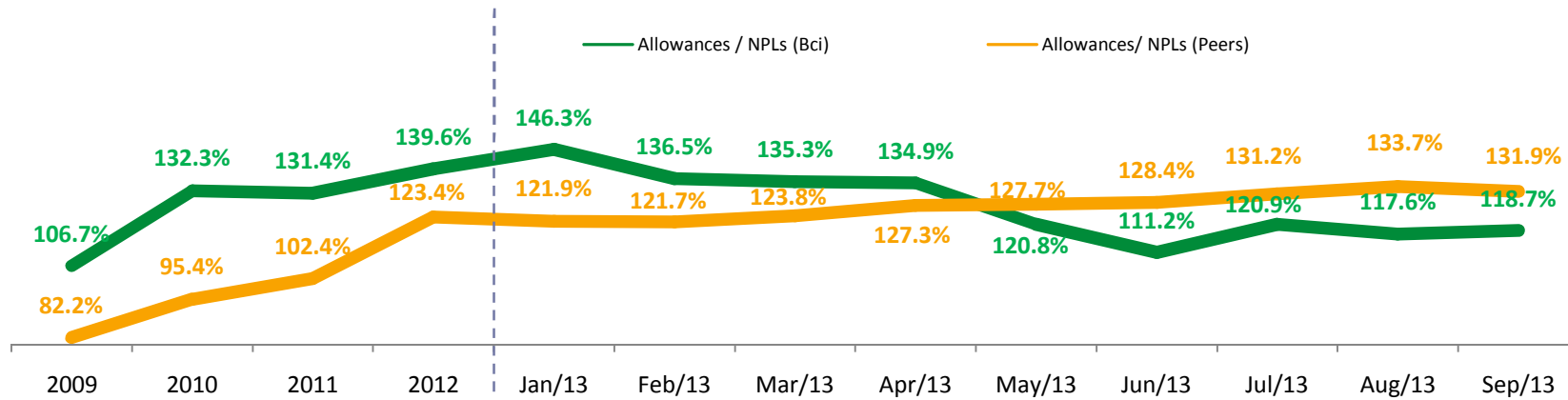


Annual Conference Call 2013

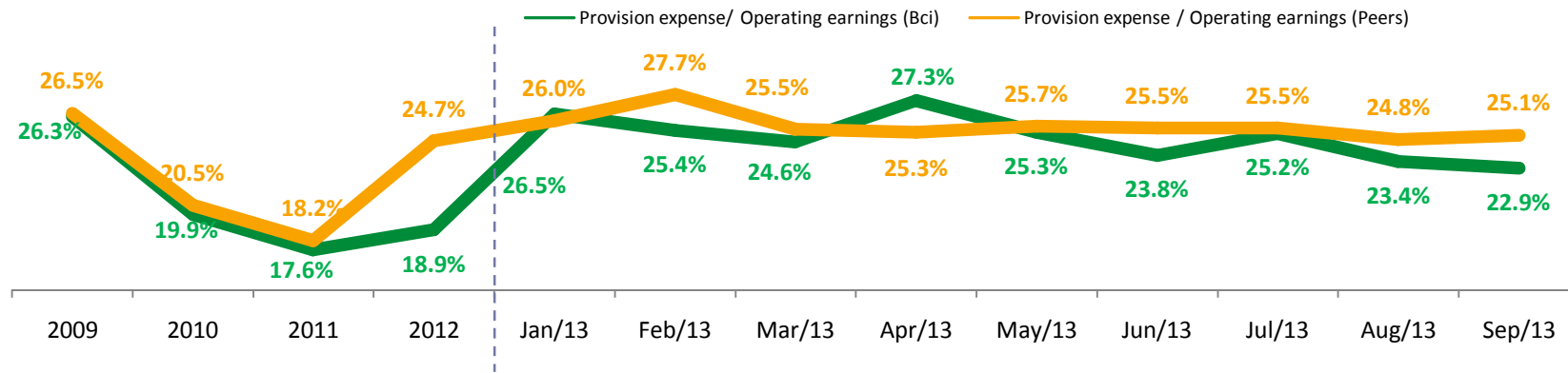
Conservative risk management policies



Allowances/NPLs (%)



Provision expense/ Operating earnings (%)



Peers: Banco de Chile, Banco Santander and Banco Estado



Financial results



Ch\$ Million

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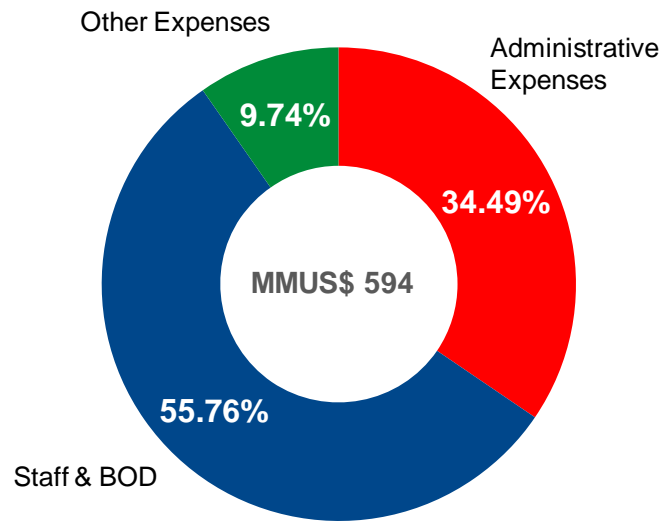
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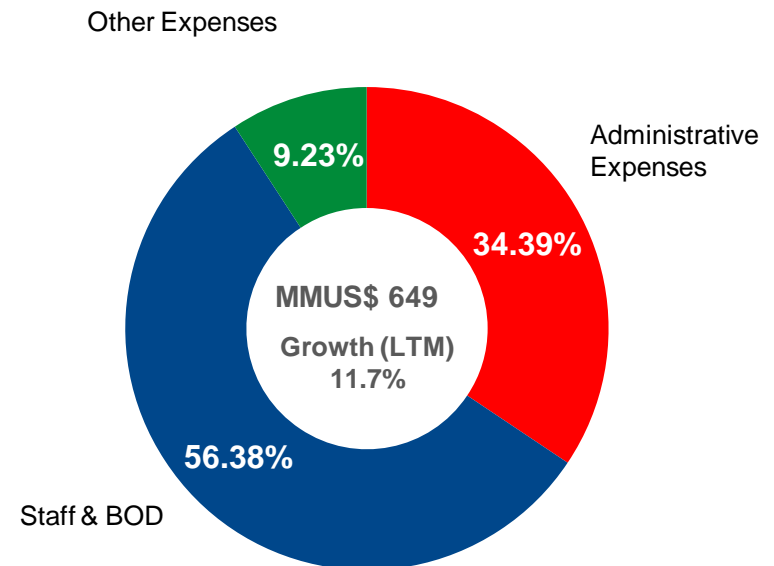
Operating expenses



Operating Expenses
(Accumulated by September 2012)



Operating Expenses
(Accumulated by September 2013)



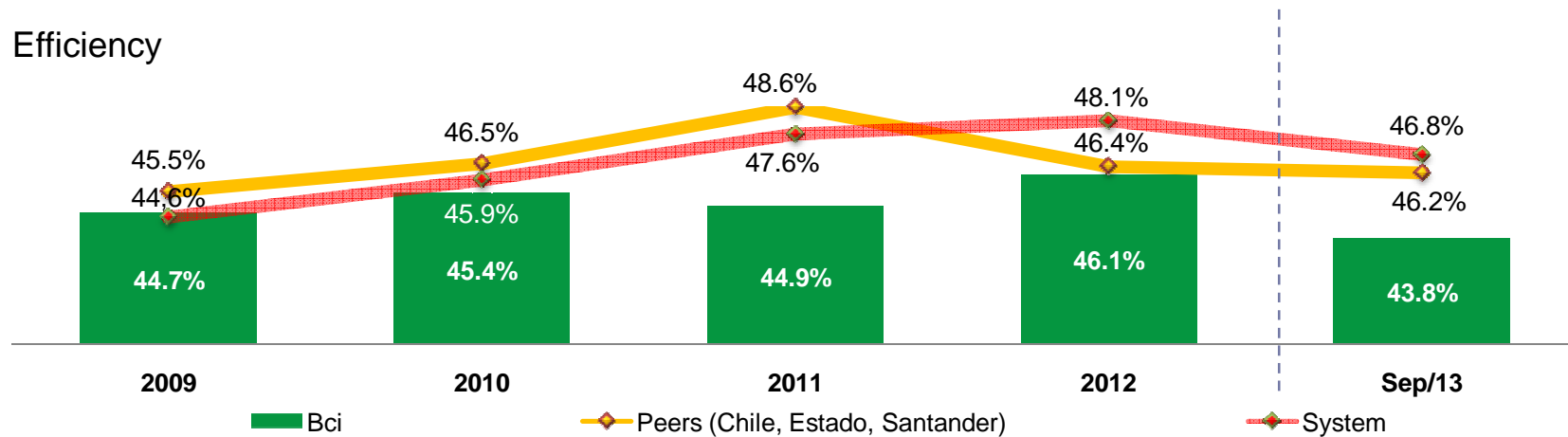
*Exchange rate USD: 504.2 Ch\$ as of October 1st 2013



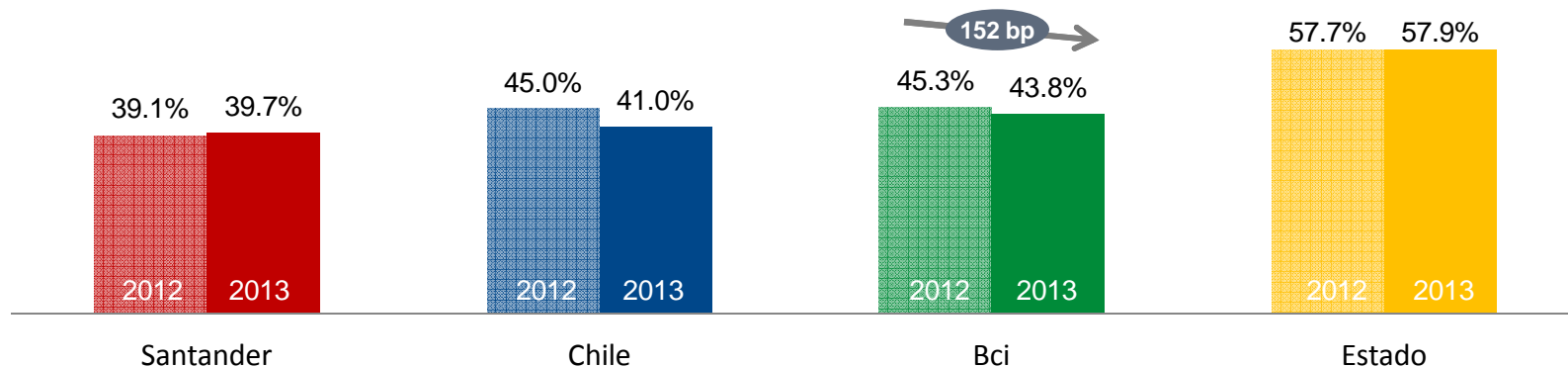
Comparison with chilean peers – Financial system



Efficiency



Efficiency (Sep 2012 vs. Sep 2013)



Source: Superintendency of Banks and Financial Institutions of Chile (SBIF)

Financial results



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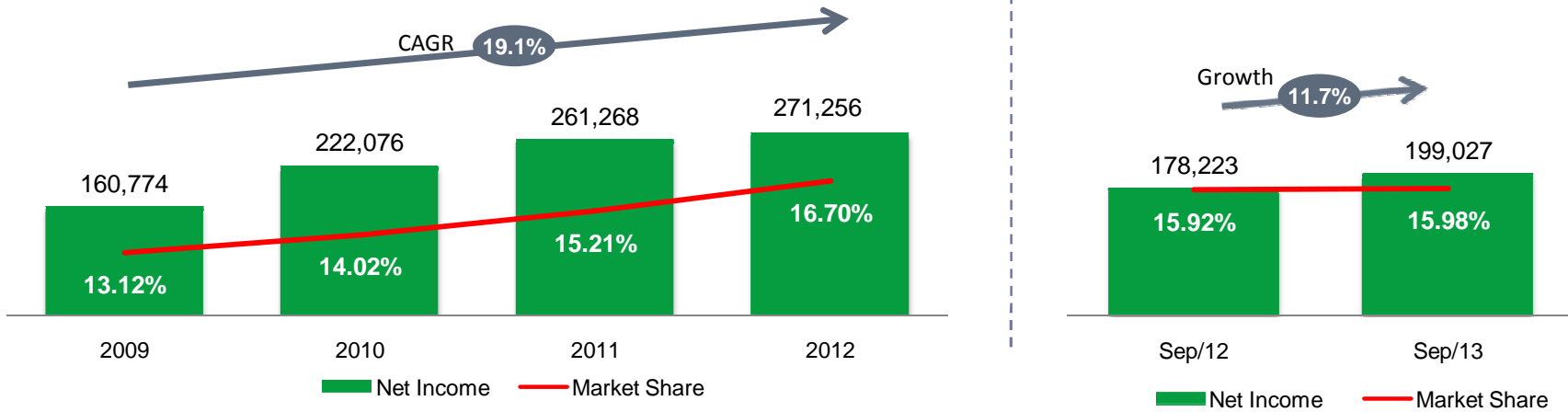
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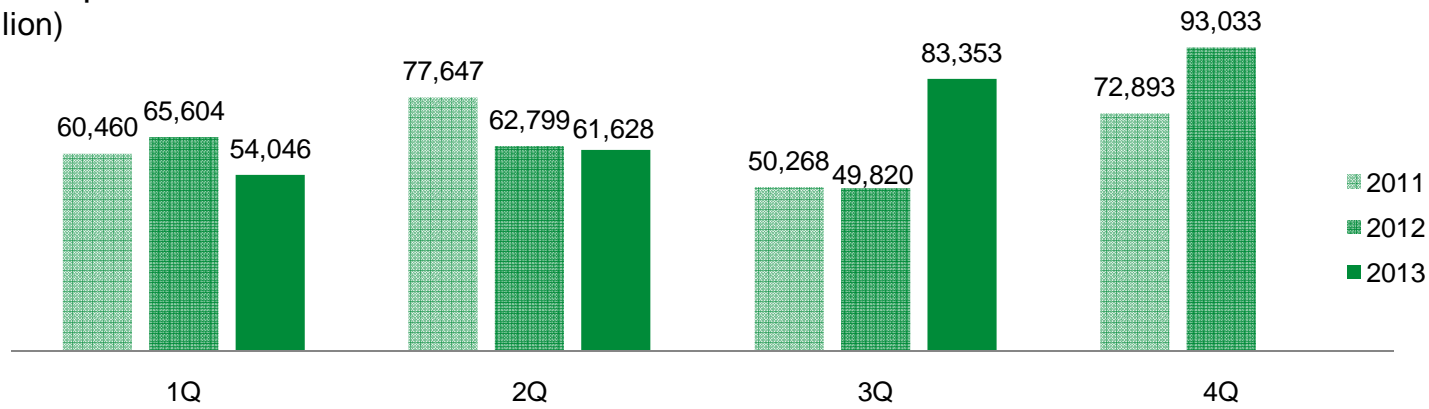
Net Income



Acumulated Net Income and Market Share*
(Ch \$Million)



Net Income per Quarter
(Ch \$Million)



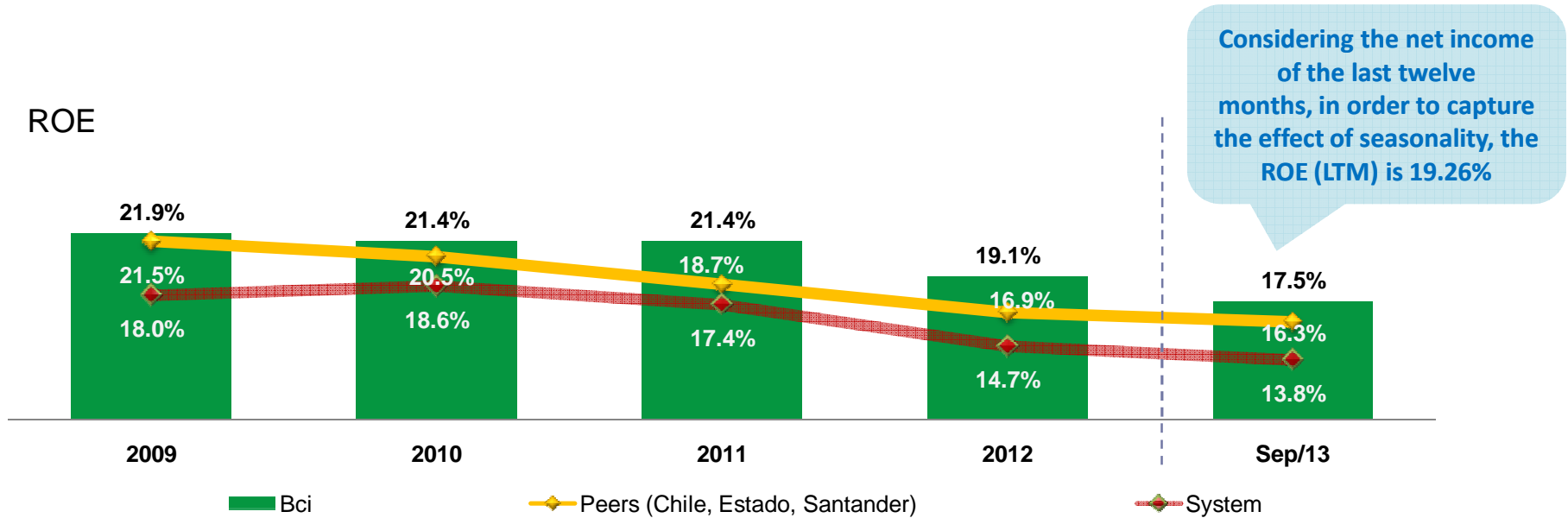
*Excludes Corpbanca's acquisition in Colombia



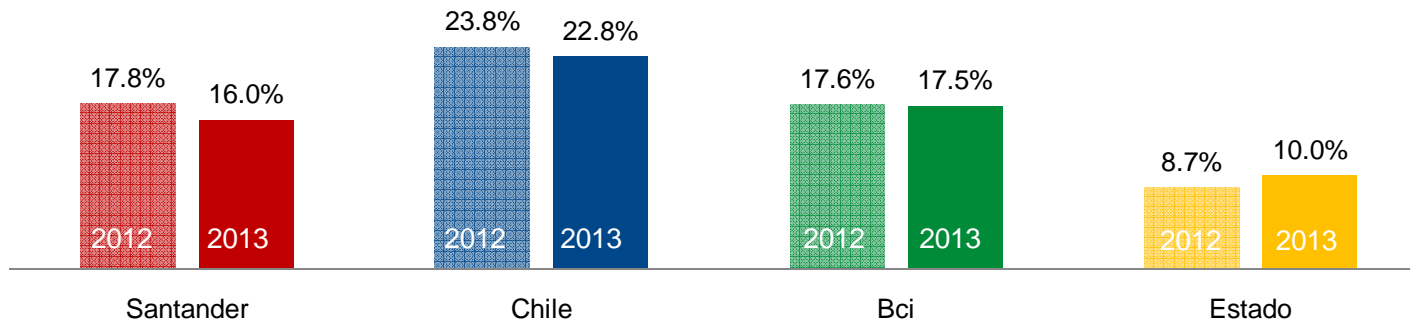
Comparison with chilean peers – Financial system



ROE



ROE (Sep 2012 vs. Sep 2013)



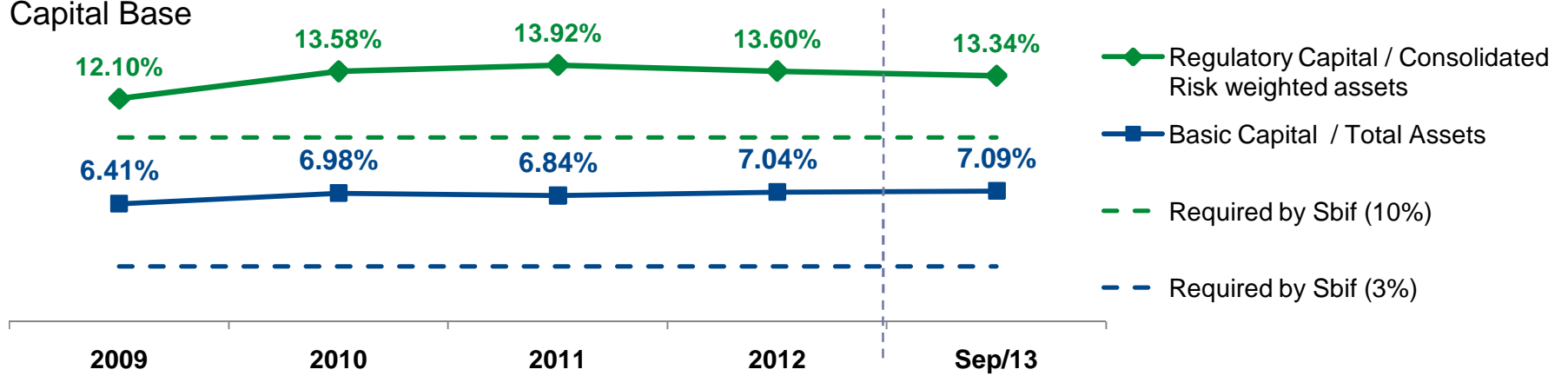
Source: Superintendency of Banks and Financial Institutions of Chile (SBIF)



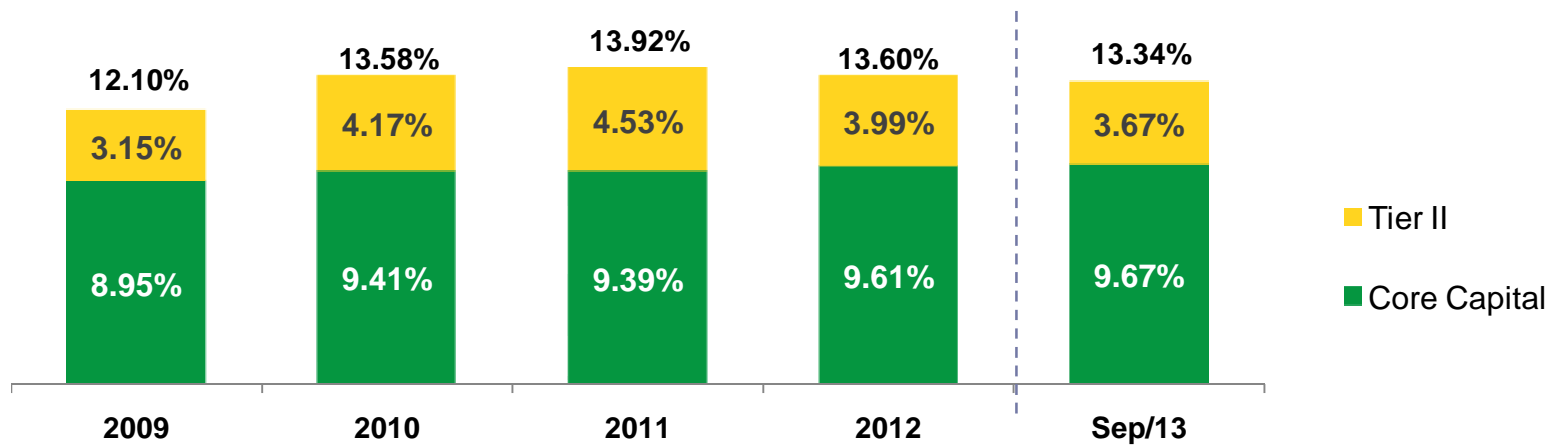
Sound capital levels



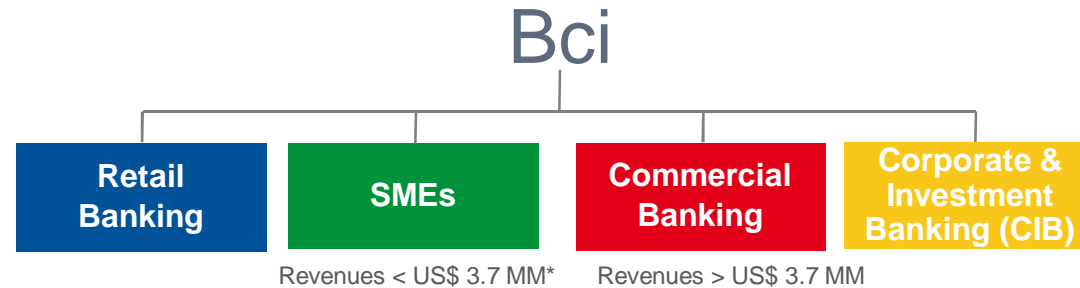
Capital Base



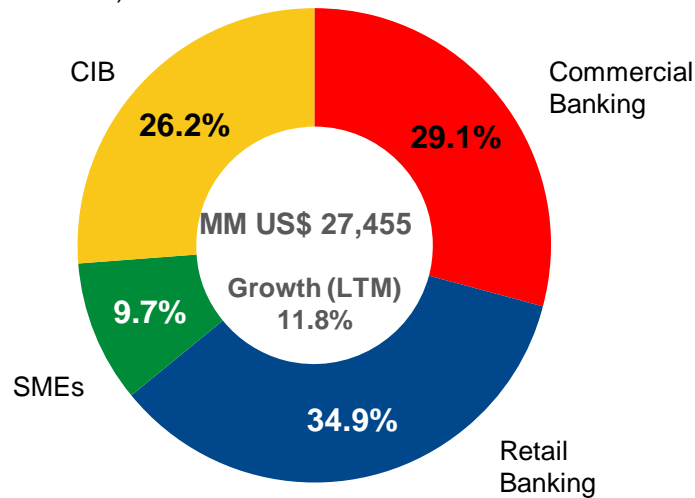
Bis Ratio



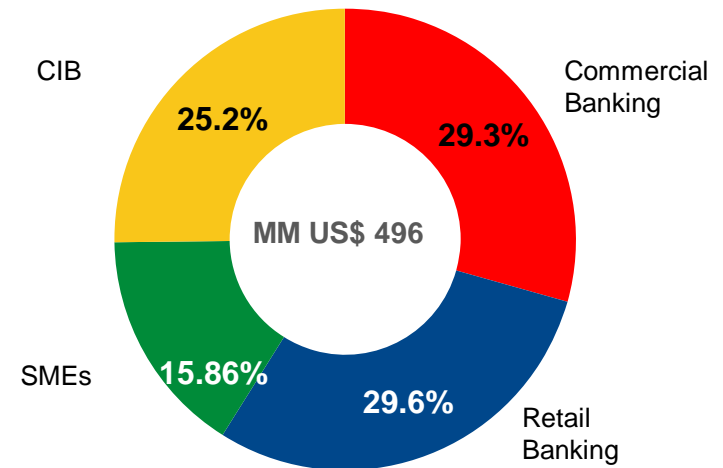
Loans and Operating Income by Segment



Total Loans**
(September 2013)



Operating Income by Segment
(Accumulated by September 2013)



* Exchange rate USD: 504.2 Ch\$ / UF value: 23.092.57 Ch\$ as of October 1st 2013

** It doesn't consider interbank loans



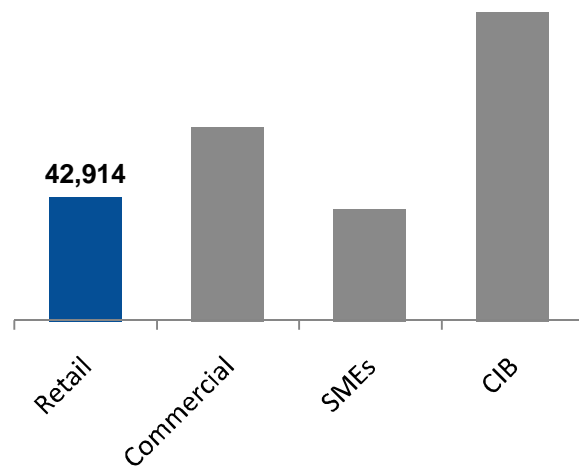
Retail Banking

Operating Income by Segment

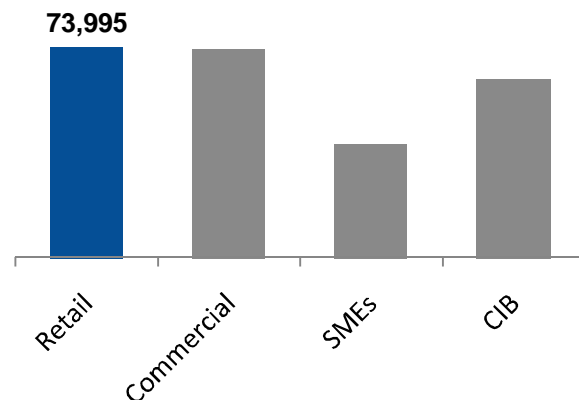


Ch\$ Million

Sep 2012



Sep 2013



- Income margin (less risk expenses) market share grew by 59 bps to 12.78% (outperforming peers).
- Loans grew by 11.5% YoY and yield spreads improve during the year.
- Significant improvements in the rate of performing loans, reducing the provision expense by 21.7%.

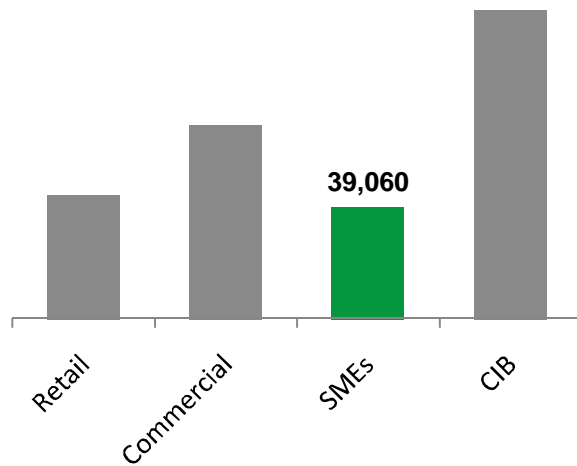
SME's Banking

Operating Income by Segment

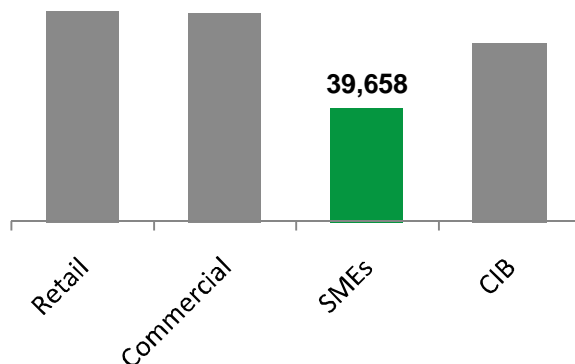


Ch\$ Million

Sep 2012



Sep 2013



- Division created in February of this year, which aims to deliver more specialized attention to this segment.
- Loan's grew by 12% and NIBD's grew by 13%.
- Fees grew by 37% YoY, growth was driven by the use of products and services by customers.



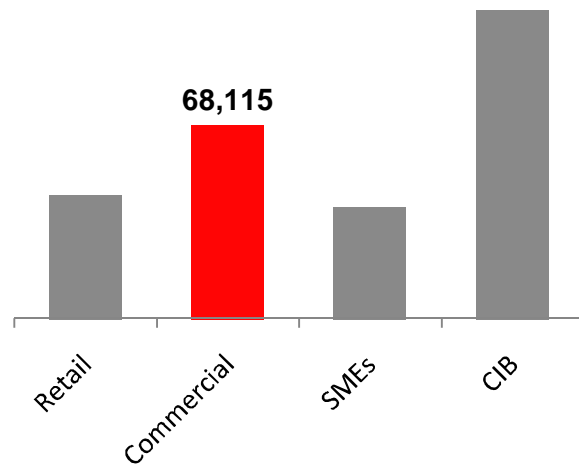
Commercial Banking

Operating Income by Segment

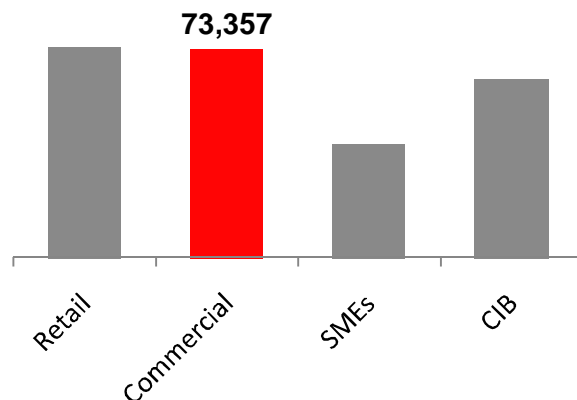


Ch\$ Million

Sep 2012



Sep 2013



- Consistent growth in loans and NIBD`s.
- Fees grew by 21.8% YoY, due to an increase in cross selling in mutual funds and security brokerage.
- Expenses decreased by 4% YoY, improving efficiency ratios.
- Risk increased by 24% due to one particular case. However, excluding this effect, would have resulted in a YoY decrease of 60%.
- Operating income grew 8% YoY, continuing with an upward trend.
- 1st place in Factoring market share.

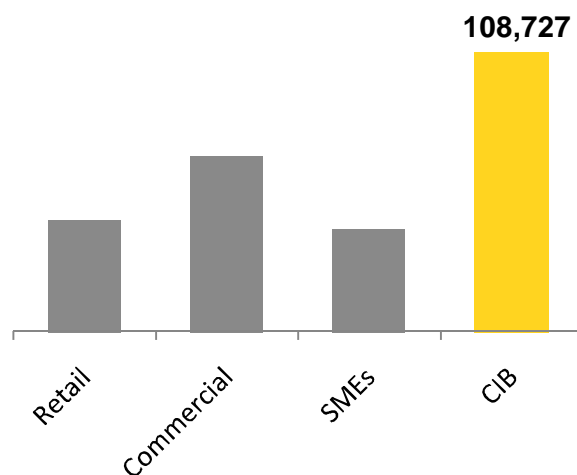
Corporate & Investment Banking



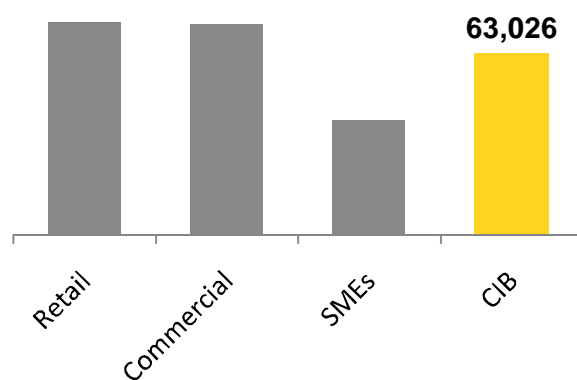
Operating Income by Segment

Ch\$ Million

Sep 2012



Sep 2013



- Provision expense growth is explained by 2 cases. However, it is expected an important reverse of them due the M&A of Pesca Chile and the capital raise of SMU.
- The result was affected by a lower inflation (acum. UF sept 2013 was lower than acum. UF sept 2012 in 0.24%), effect that was mitigated by the adequate treasury/ALM management.
- Excluding both effects, the operating income of the CIB would have raised by 15% due the commercial activity.
 - Corporate Banking: 38% (*FM) - Security Brokerage: 33% (*NI)
 - Private Banking: 29% (*NI) - Asset Management: 9% (*NI)

* NI Net Income, FM: Financial Margin

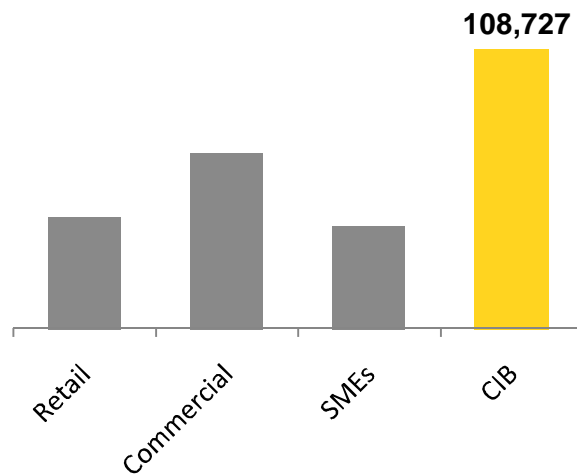
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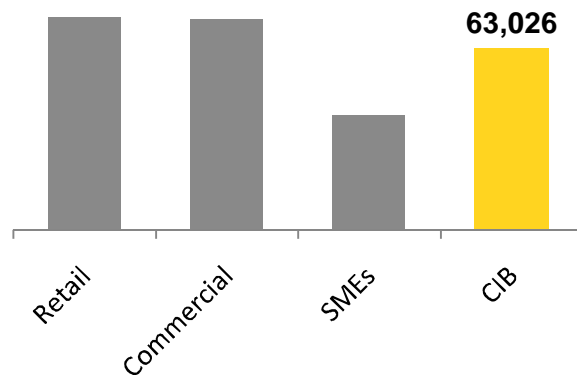
Operating Income by Segment

Ch\$ Million

Sep 2012



Sep 2013



- 1st place in FX transaction (Source: Datatec)
- 32% of market share in Corporate Bonds placements amount.
- Best Private Banking in Chile by WorldFinance (Second year).
- 1st place in the category Stock Fund Management by Morningstar.
- Best Investment Management company in Chile by WorldFinance.



International Ratings 2013



	Category	Rating		Category	Rating
Standard & Poor's	Long-term foreign issuer credit	A	Fitch Ratings	Foreign currency long-term debt	A-
	Long-term local issuer credit	A		Local currency long-term debt	A-
	Short-term foreign issuer credit	A1		Foreign currency short-term debt	F1
	Short-term local issuer credit	A1		Local currency short-term debt	F1
	Outlook	Stable		Viability	a-
			Outlook	Stable	

Moody's*	Long-term rating	A1
	Bank financial strength rating	C
	Short-term issuer level rating	P1
	Outlook	Negative

* Bank Deposit rating



Summary



- Bci's sound performance:
 - Sustained growth in segments with potential and high profitability.
 - Higher return than the financial system.
 - Lower risk rate on a YoY basis and low NPL risk compared to peers.
 - Bci's last twelve months net income growth is better than the financial system (Bci : 16.3% ; financial system: 14.3%*).
- Conservative risk history and low solvency risk:
 - Successful progress in the funding diversification strategy.
 - Low liquidity risk policy allowed Bci to acquire the best international short term credit rating with Moody's and S&P.
 - Proactive capitalization policy with high BIS ratio.

Through a profitable and healthy growth. Bci continues to generate value for its shareholders

*Excludes Corpbanca's acquisition in Colombia